



BUSINESS DEVELOPMENT EXECUTIVE - FLIGHT SUPPORT. GATWICK, UNITED KINGDOM

Are you ready to charter your own career?

The runway to success in global aviation begins here...

Are you looking for an opportunity to work for a global brand where you can use your skills, be part of a diverse team and grow with a dynamic company?

This is a unique opportunity to leverage your flight support experience to join the Chapman Freeborn team as a Business Development Executive – Flight Support based out of our Gatwick, UK office.

We will provide the successful candidate with any necessary training, as well as the industry know-how.

Purpose of Role

To identify and secure business opportunities for the Flight Support department through proactive sales and relationship-building efforts with new and existing clients.

To generate and manage a portfolio of clients through lead follow-ups, client recommendations, and networking opportunities, while keeping up-to-date with industry changes, procedures, and requirements

Key Responsibilities

Proactively identify and secure business opportunities for the Flight Support department.

Build strong and productive relationships with new and existing clients to achieve business objectives.

Generate and manage a portfolio of clients and actively develop new business through initiative, including following up on new leads, client recommendations, and networking opportunities.

Organize regular client meetings and identify new potential customers.

Actively utilize the existing database to generate enquiries and arrange visits.

Attend trade shows as required.

Cold call prospective clients to help build on the company's successful portfolio of existing clients in line with individually set KPIs.

Visit and arrange visits with potential and existing customers with a view to generating further business in line with individually set KPIs.

Keep up to date with competitor activity to identify business opportunities.

Work towards and in line with all agreed group sales and operations strategies.
Work in partnership with CF Offices by providing them with all relevant information to enable further generation of Flight Support business.

Information Management

Record all pertinent customer prospect information and sales activity in the CRM system in a timely manner as defined by the Manager.
Track sales data and analyze trends, demographics, and other information that can potentially improve marketing and sales performance.

Qualities We Look For

Team player to work in a fast-paced environment
Strong relationship building, account management & customer service skills
Strong problem-solving skills and decision-making aptitude
Strong ethics and reliability
Strong leadership skills
Highly organized with meticulous attention to detail
Analytical and goal oriented
Ability to successfully balance client needs with business objectives

What's In It For You

Competitive salary
Comprehensive benefits package
Opportunity to join a global company and be part of a diverse international team
Unlimited access to thousands of courses on LinkedIn Learning platform

With over 50 years of experience, the Chapman Freeborn Group provides a diverse range of aviation-related services on a global basis. Our expertise in all areas of the air charter industry makes us the number one choice for many of the world's leading logistics providers, multinational corporations, travel partners, and well-known names from the entertainment business.

Chapman Freeborn is a family member of Avia Solutions Group, a leading global aerospace services group with almost 100 offices and production stations providing aviation services and solutions worldwide. Avia Solutions Group unites a team of more than 11,500 professionals, providing state-of-the-art solutions to the aviation industry and beyond.

Chapman Freeborn aims to promote equality, diversity, fairness and respect for future and current staff at all levels of the organization. We aim to provide equal opportunities in all aspects of employment and to ensure that the talent and skills of all individuals are maximized.

Chapman Freeborn provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws.

This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.

Chapman Freeborn combines over 46 years of experience with unrivaled global coverage to meet the air charter requirements of customers 24 hours a day, 365 days a year. The company's diverse client base includes major corporations, governments, non-governmental organizations (NGOs) and relief agencies, as well as high net worth individuals (HNWIs) and prominent figures from the entertainment world.